RFP 2003-40
Additional Questions and Responses
Set #3

Question #1:
Regarding upgrading and/or downgrading models of the PC hardware, the state has requested the tower model as the standard configuration of the desktop with upgrade and downgrade options as small form factor or desktop. We price each form factor as a different machine type/model with no standard for a percentage increase or decrease due to the inclusion or exclusion of other features and functionality. How can we show the pricing based on fixed model costs, not the addition or deletion of form factors or built-in features as a percentage or fixed cost addition/deletion? Our logic is to take the price of the small form factor, add the monitor price, subtract the standard price to come up with the differential. For comparison prices, is this method above acceptable to the Commonwealth knowing that our options reflect a certain form factor at the time of order?

Answer:
We are not asking for pricing in terms of a percentage increase/decrease form the base configuration. We are asking for a pricing alternative, i.e. what the difference in dollars would be (from the base configuration) when a particular option is selected.

Question #2:
Will we be held to that differential in price for the term of the contract?

Answer:
While we understand that the actual pricing will change over time, we expect to receive the same discount levels throughout the term of the contract. For instance, the incremental cost involved in replacing a tower model with a small form factor model may be $100. This difference must have been based on a difference of the SFF model price vs. the tower model price, with the appropriate discount built in. We expect that the same discount will be used to calculate the differential cost between the tower and SFF models for subsequent purchases.

Question #3:
Please describe what you are seeking with regard to the 3-yr Asset Tracking option requested under the Laptop options.

Answer:
We are referring to software that lets organizations simplify the management of software licenses, computer leases, machine configuration, system retirement, upgrades and device ownership. It could also send alerts to notify administrators when certain events occur (e.g., a lease is due, components have been added), and is ideal to support helpdesk teams in diagnosing and preventing problems. The software could also help organizations

control computer loss and monitor security policy violations. Asset Tracking packages are priced on a per license per year basis.

Question #4:
Would you consider making a 4200 rpm drive on some or all of these configurations acceptable?

Answer:
The requirement remains as stated.